

Public Power Corporation SA

9th Annual Ordinary General Meeting of Shareholders

Athens
June 30 2011



Arthouros Zervos
Chairman & Chief Executive Officer of PPC



- 1** Business Review
- 2** 2010 Financial Results
- 3** 1st Quarter 2011 Financial Results
- 4** Challenges, targets and priorities





- 1** Business Review
- 2 2010 Financial Results
- 3 1st Quarter 2011 Financial Results
- 4 Challenges, targets and priorities





Company Data 2010

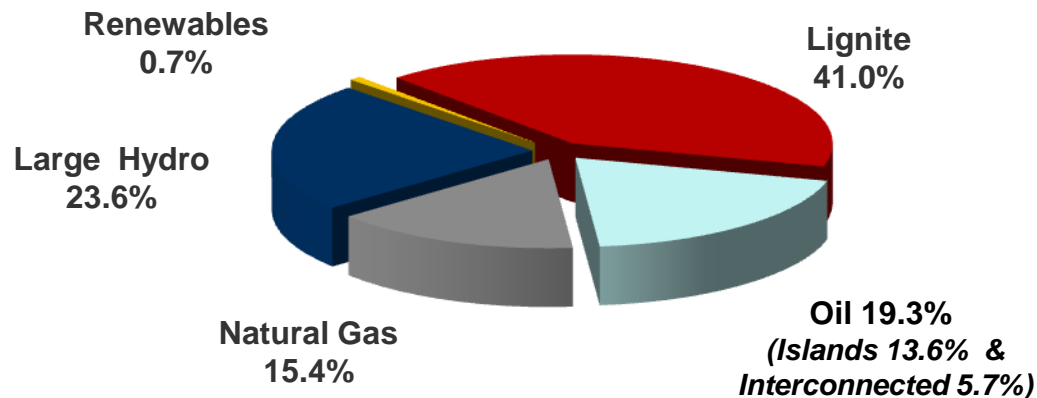
Operational

- Installed Capacity: 12,782 MW
- Generation and Imports : 47,787 GWh
- Generation and Imports share: 77.3%
- Generation share : 85.1%
- Total Sales (including exports): 51,587 GWh
- Retail market share: 95.8%
- Number of Customers (31/12/2010) : 7.5 mln.
- Employees (31/12/2010) : 21,845

Financial

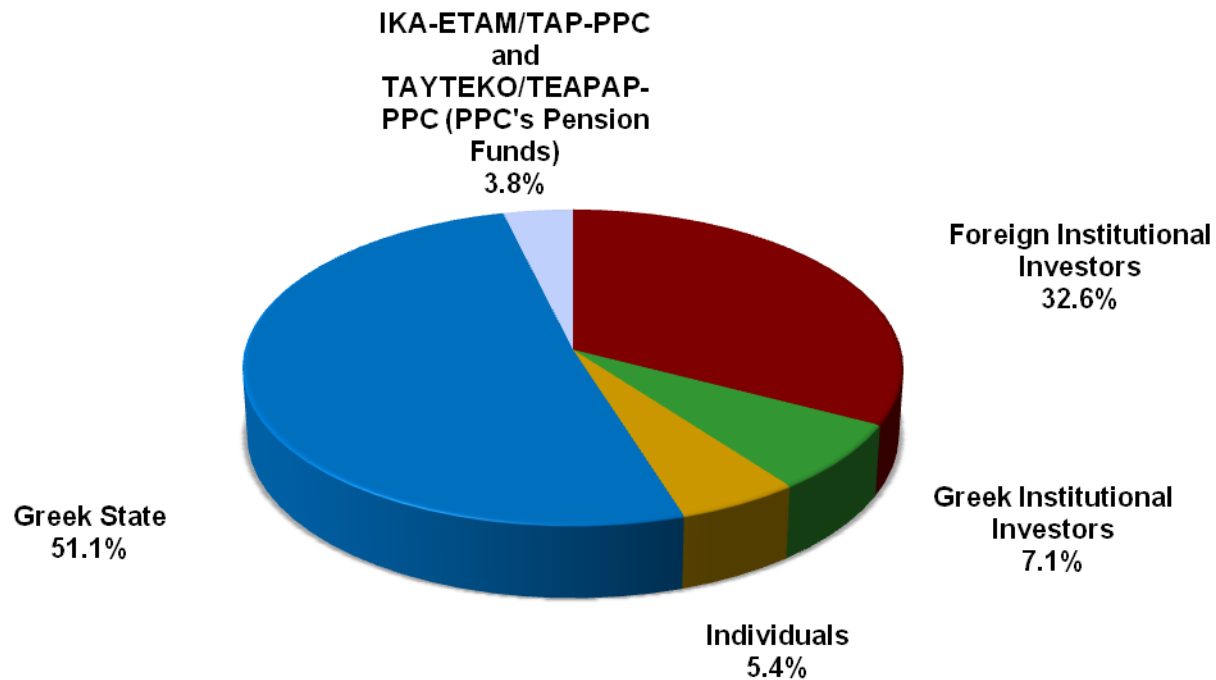
- Turnover: € 5,811 mln.
- EBITDA: € 1,498 mln.
- EBT : € 741 mln.
- Total Assets: € 16,200 mln.
- Net Debt: € 4,210 mln.
- Capex: € 963 mln.

Installed Capacity per fuel type





Shareholding Structure

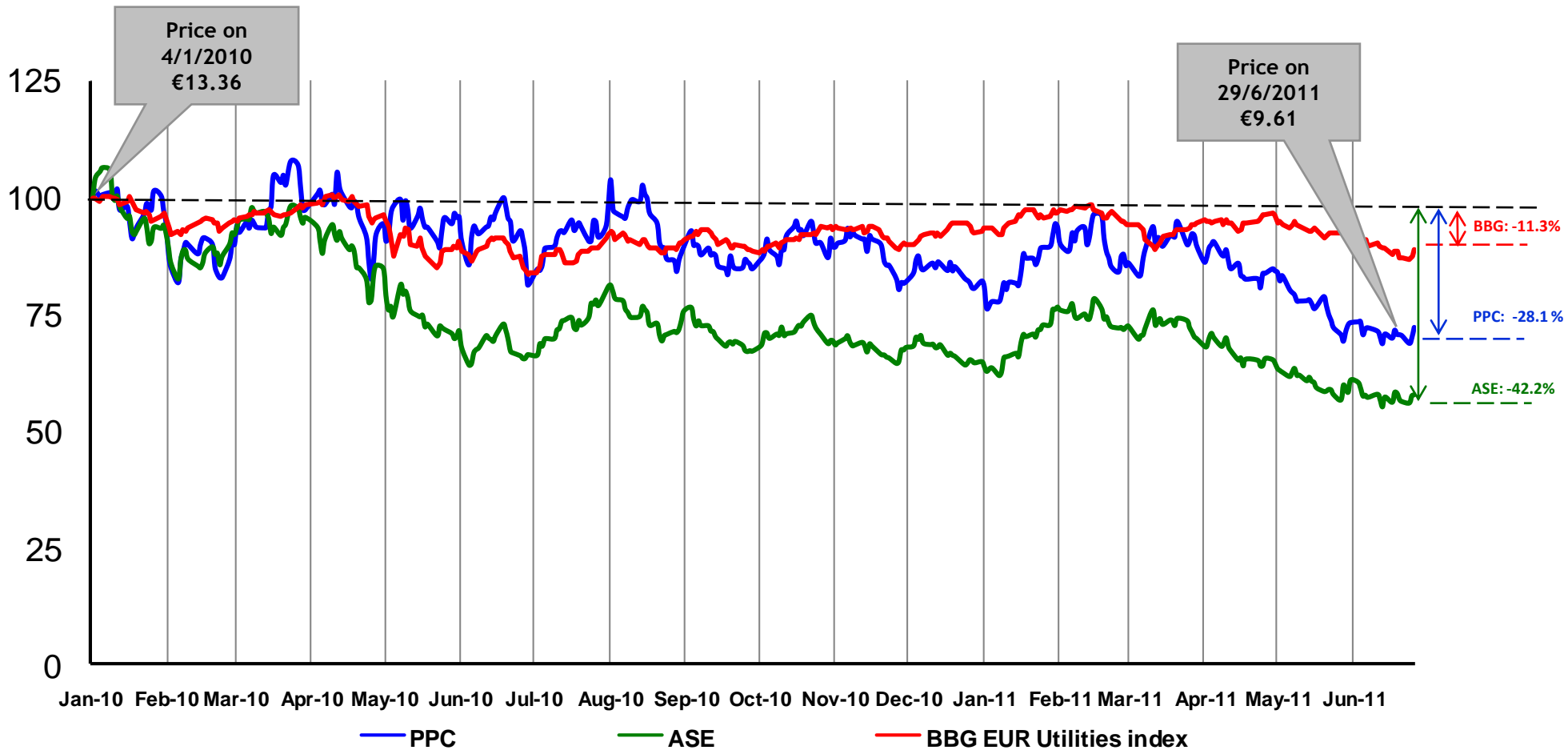


Shareholding structure as at 31st May 2011

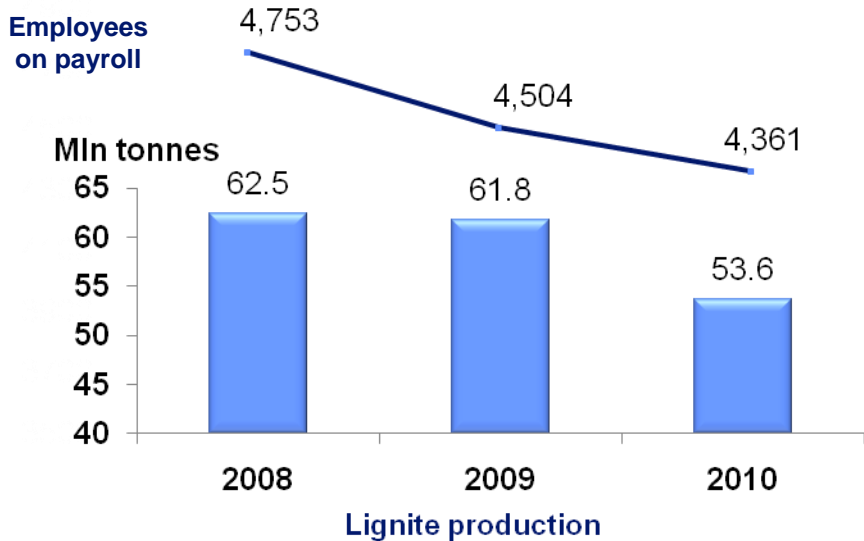


Stock price evolution

Stock price index (04/01/2010=100)

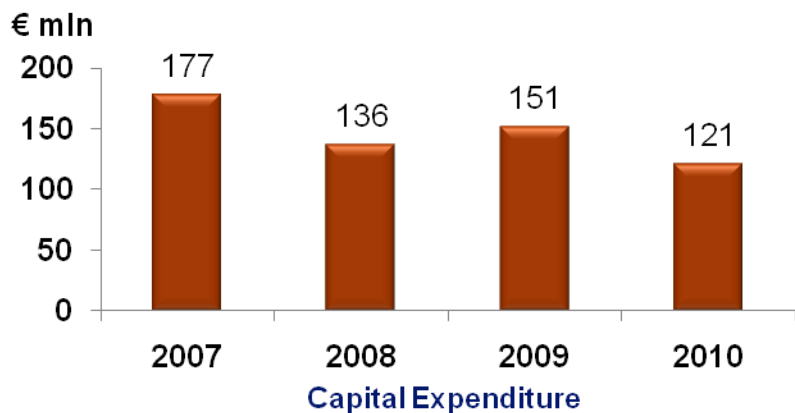


Source: Bloomberg



- In 2010, lignite production reached 53.6 mln tonnes, while total extractions reached 319.7 mln m³.

Production capacity



Western Macedonia Mines

- Main Field
 - Kardia Field
 - South Field
 - Amyntaio (& Kleidi Mine)
- 40-50 mln tonnes per year

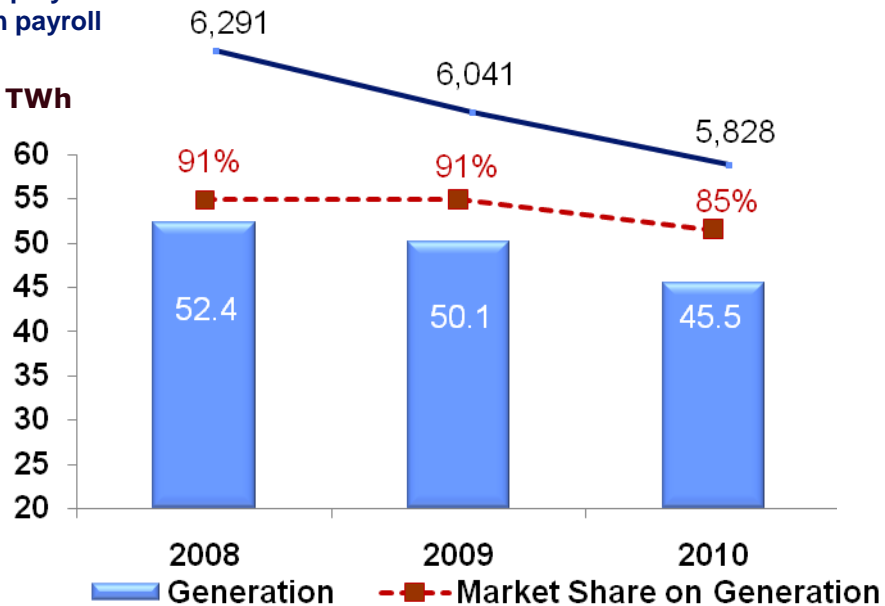
Megalopolis Mine : 10-14 mln tonnes per year



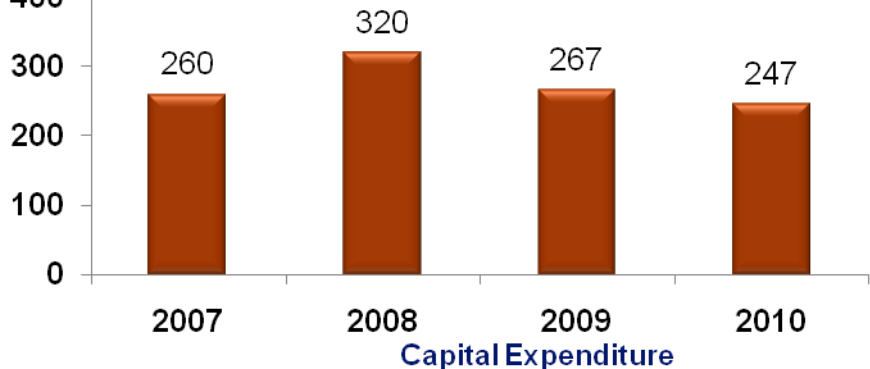
Generation

Employees on payroll

TWh



€ mln



Commissioning of new units

	Capacity (MW)	Commissioning Year	Budget (€ mln)
ALIVERI V	417	2012	250
MEGALOPOLIS V	811	2013	500
SOUTH RHODES	115	2012	183
ATHERINOLAKOS III	~ 100	2014	135
LARGE HYDRO POWER PLANTS	~ 350	Until 2014	~ 800
PTOLEMAIDA V	~600	2017 (Tendered / not yet awarded)	1,320

Decommissioning Schedule



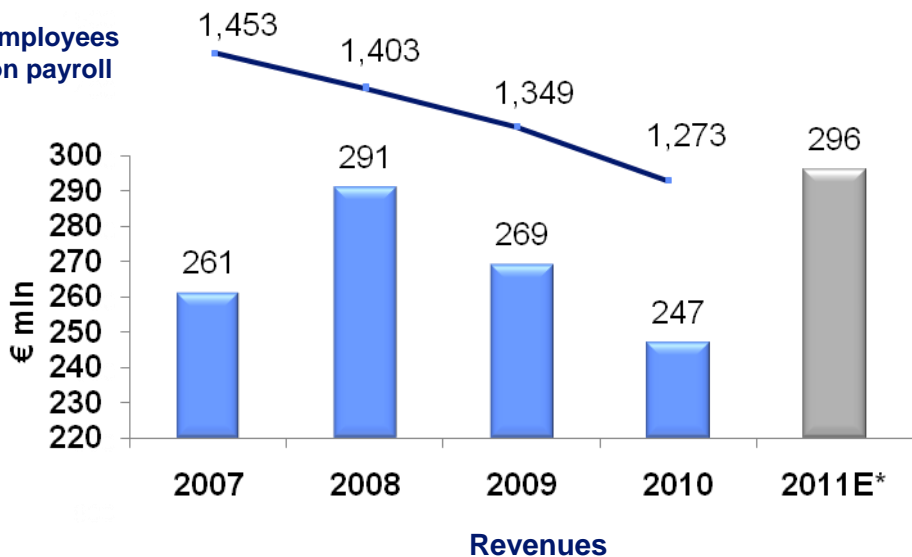
~ 2,200 MW, gradually until 2016

In 2010, Ptolemaida I Lignite Unit (70 MW) was decommissioned

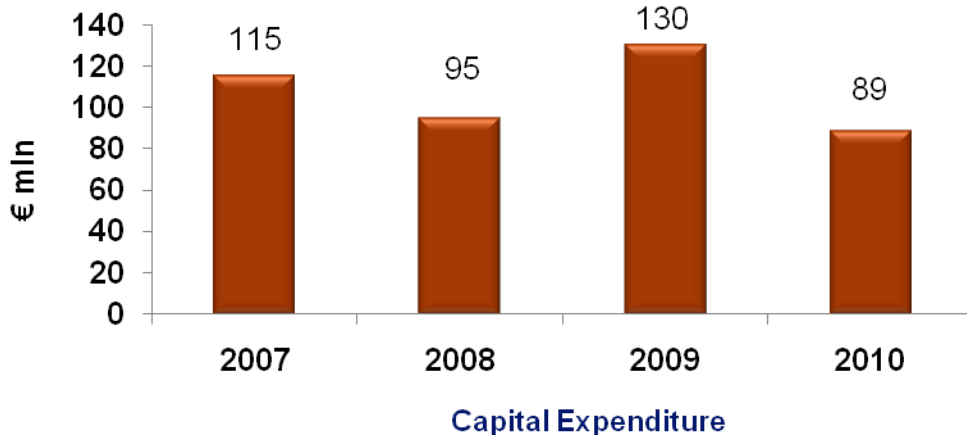


Transmission

Employees on payroll



* estimation based on RAE's approval



▪ High Voltage Transmission Lines : 12,093 Km

▪ Fibre optics network : 2,094 Km

▪ Interconnections :

- Italy
- Albania
- FYROM
- Bulgaria
- Turkey

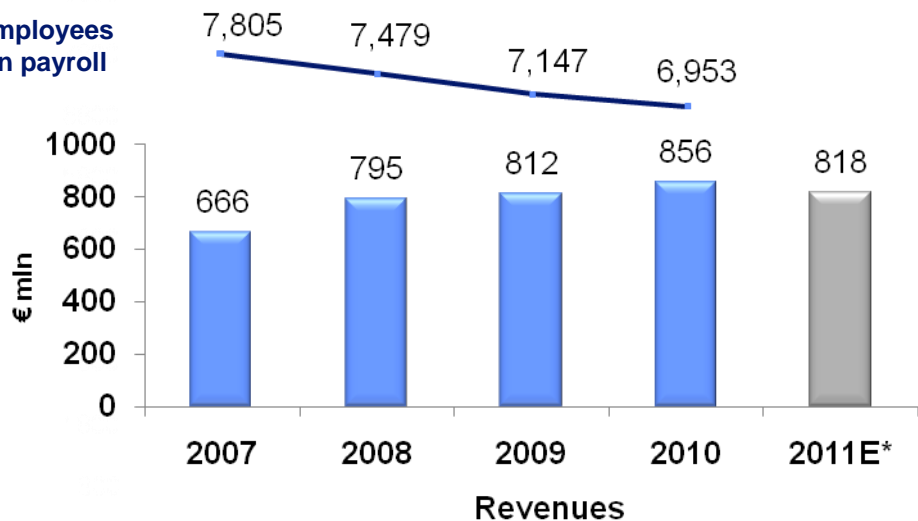
▪ May 2010: Signing of the contract for the construction of the submarine cable (150kV) connecting Polypotamos and Nea Makri. (Budget : € 64 mln)

▪ June 2011: Launching of the Tender for the Cyclades Interconnection Project. (Budget : ~ € 400 mln)



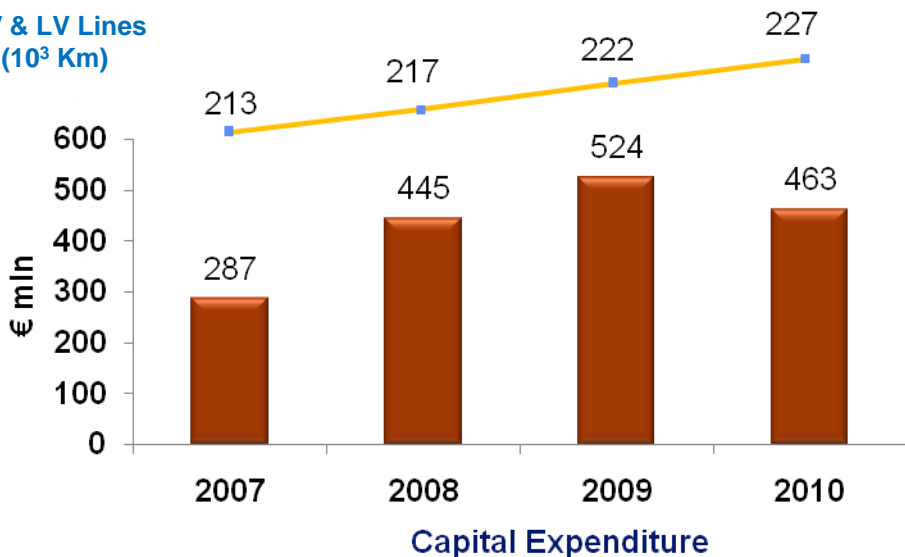
Distribution

Employees on payroll

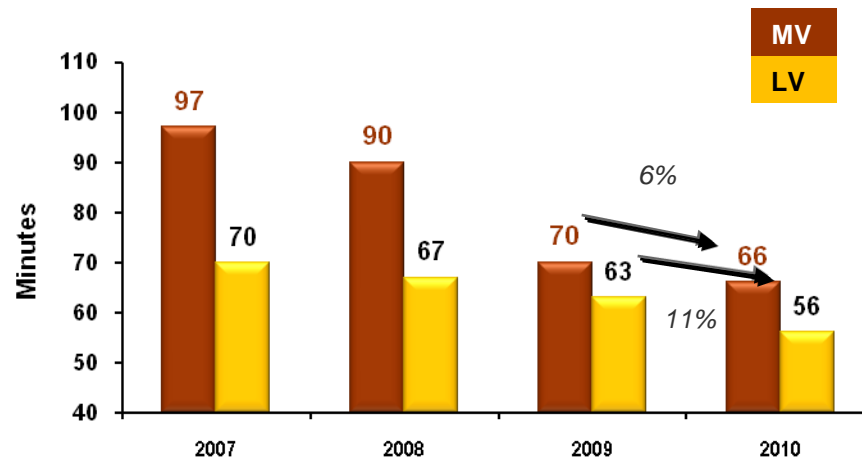


* estimation based on RAE's approval

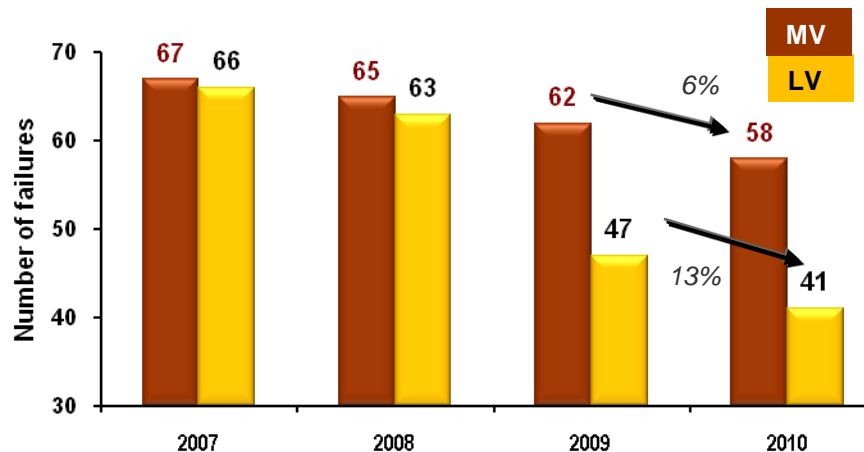
MV & LV Lines (10³ Km)

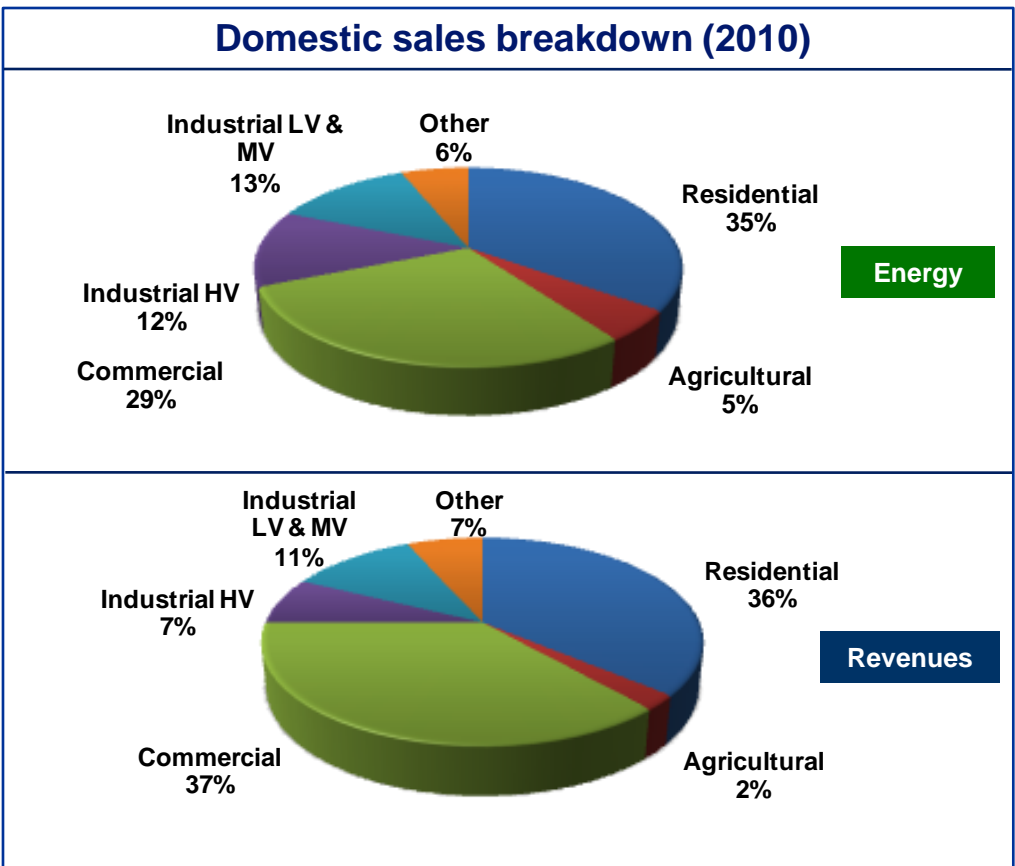
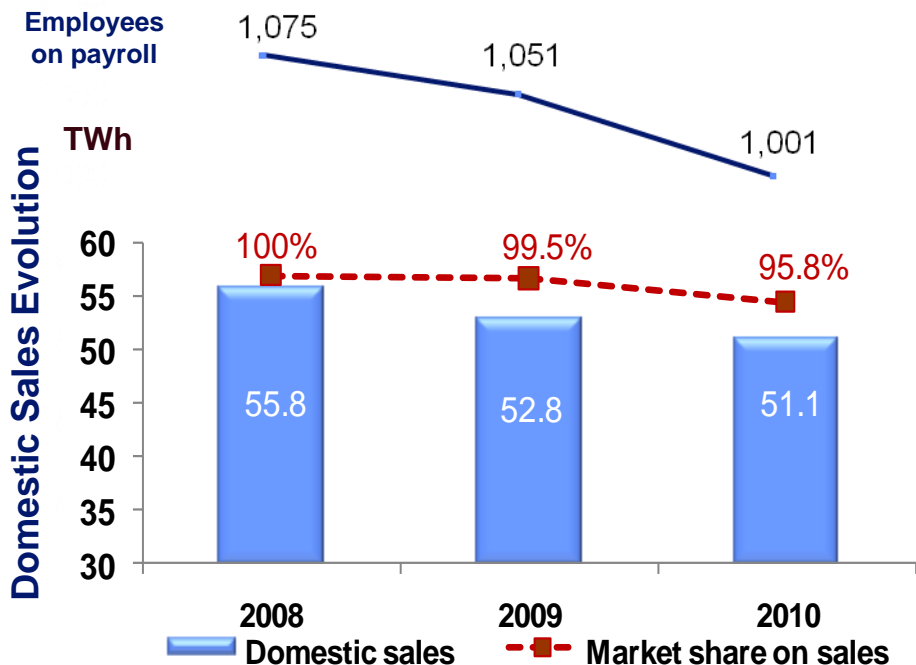


Average failure duration



Number of failures per 100km of network





Actions:

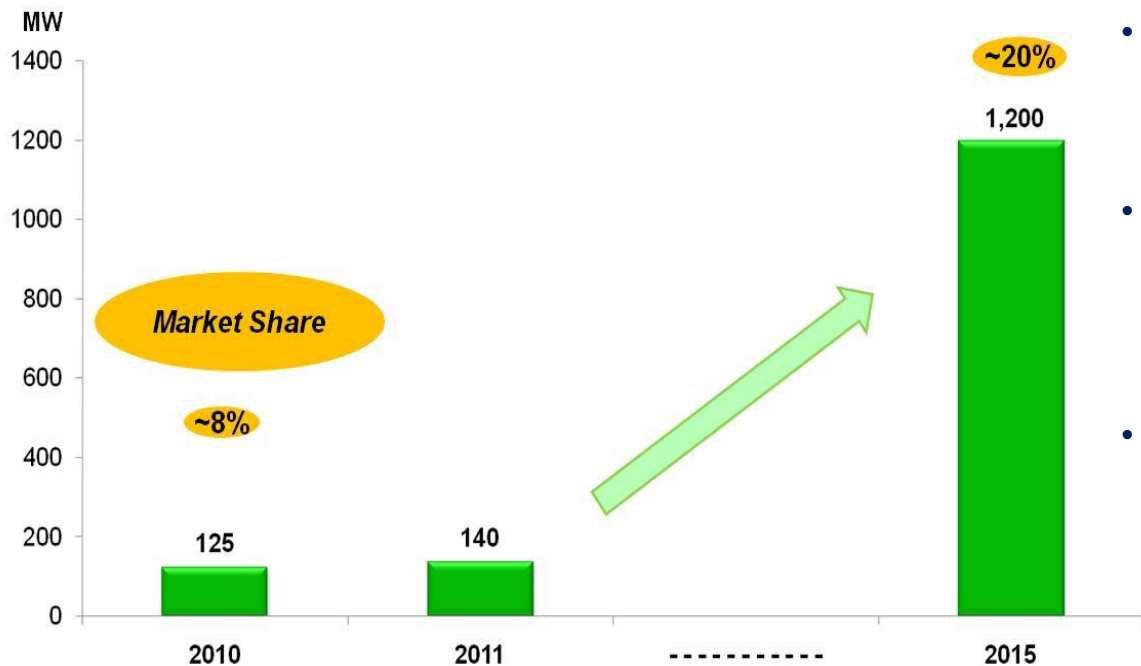
Adoption of a customer-centered sales philosophy, as well as new innovative energy services to the benefit of our customers such as :

- simplification of procedures and service upgrading through telephone and internet applications.
- revamping of our stores network for improving customer service.
- provision of energy efficiency and energy saving services through targeted cooperations (CRES).



Evolution of installed capacity 2010-2015

(including installed capacity from joint ventures)



Important projects

- Gradual completion of the construction and set into operation of 9 Wind Parks in Aegean islands and in Crete, with a total capacity of 32 MW.
- P/V in Megalopolis (50 MW):
Technical evaluation of 4 bids for the procurement, transfer, installation and operation of the respective plant, (Budget: €140 mln.)
- P/V in W. Macedonia (200 MW):
Completion of the evaluation of 21 bids, in order to proceed to the 2nd phase of the Tender with the invitation of the companies that meet the requirements.

Strategic partnerships

- EDF Energies Nouvelles: for the development of major, complex and technologically advanced RES projects in Greece.
- EP GLOBAL ENERGY LTD: for the development of RES units in the Balkans and the Middle East region.
- ELIKA A.E.: for the joint development of innovative and complex RES projects, on a national level.
- Sinovel Wind group : for the development of wind parks in Greece, as well as the construction of wind generators plant in Greece.



Joint Ventures / Foreign expansion

- In March 2011, “Waste Syclo S.A.”, a JV of PPC and URBASER S.A., submitted expression of interest for the development and operation of waste management system in the West Macedonia region. On 23.06.2011 the JV was pre-selected in the 1st phase of the Tender.
- Participation in a tender for the construction and exploitation of four hydro plants in Bosnia-Herzegovina and is in the process of setting up a subsidiary with Bank of Cyprus and Quantum Corporation.
- Participation in a tender for the development and exploitation of lignite mines and lignite-fired generation in Kosovo.
- Participation in a tender for the construction and operation of hydro plants in FYROM.



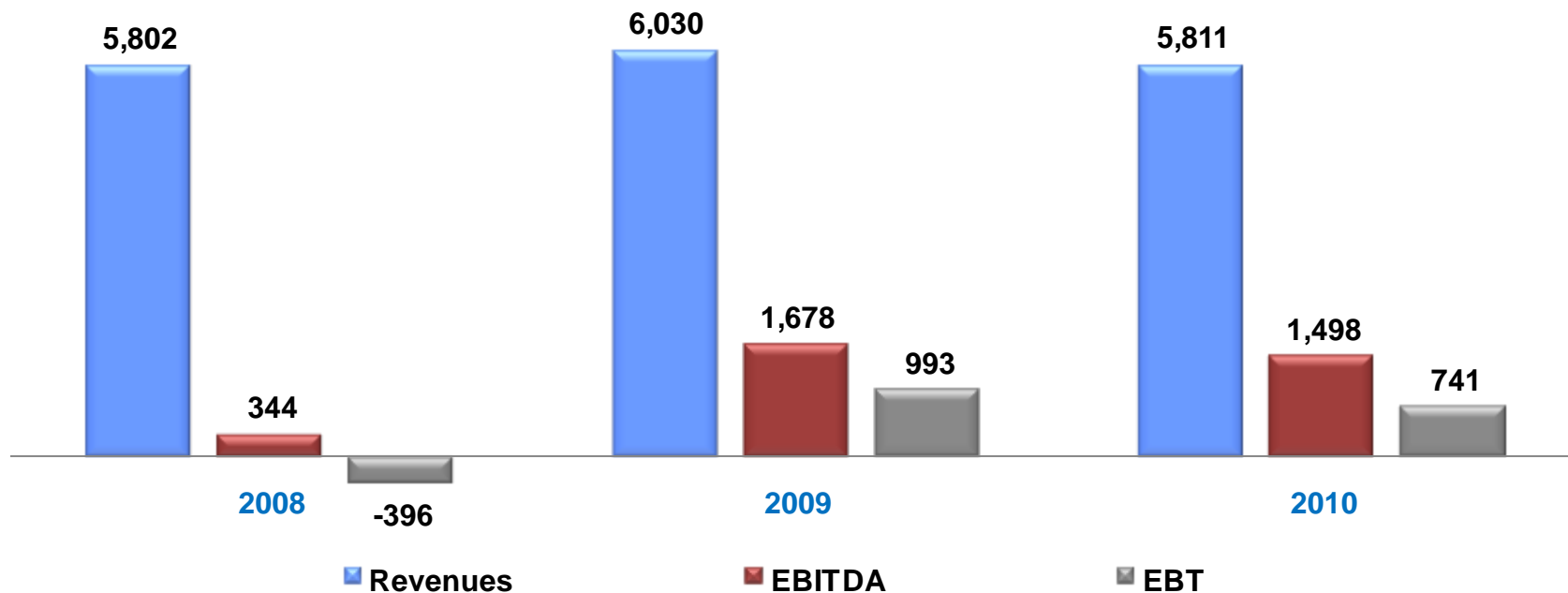
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Evolution of Key Figures

€ mln



Δ% - Revenues

+3.9 %

-3.6 %

Δ% - EBITDA

+387.8 %

-10.7 %

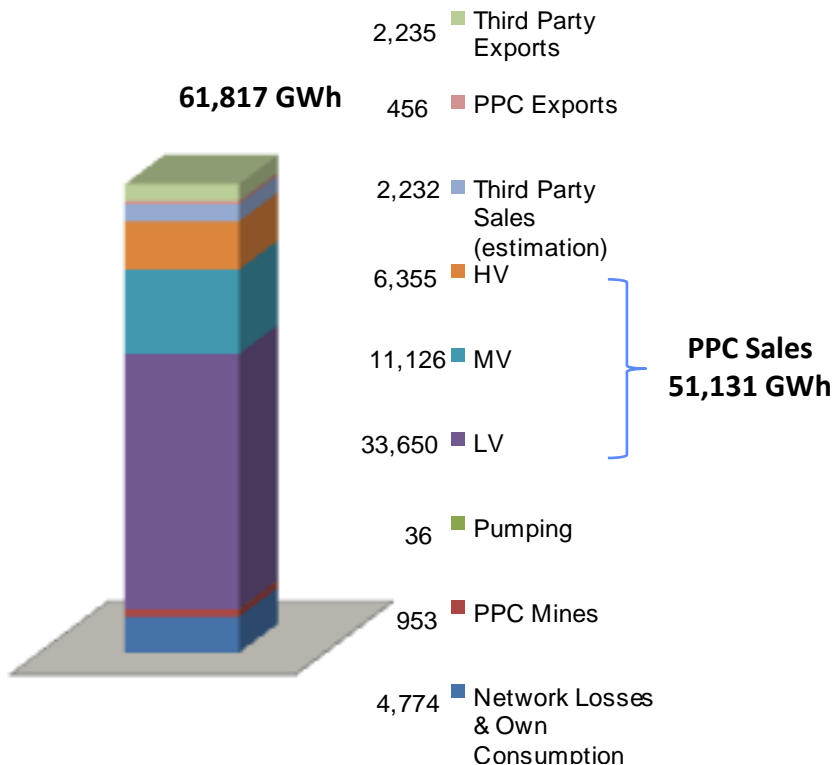
Δ% - EBT

-25.4 %



Electricity Demand 2010 / 2009

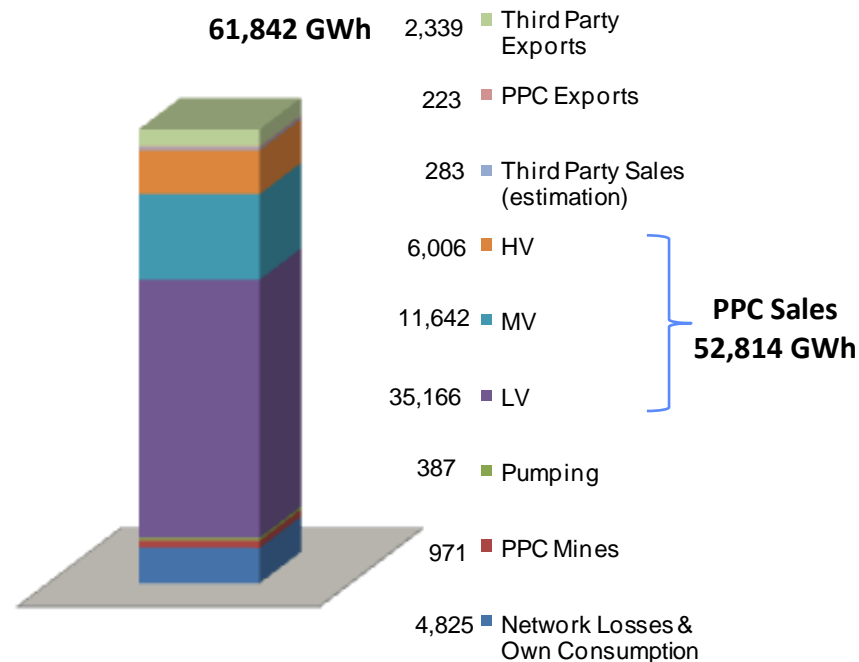
2010



PPC domestic sales : 51,131 GWh
 Market share (estimation) : 95.82%

PPC exports : 456 GWh
 Market share on exports : 16.94%

2009



PPC domestic sales : 52,814 GWh
 Market share (estimation): 99.47%

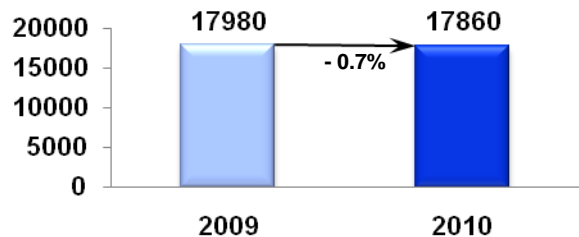
PPC exports : 223 GWh
 Market share on exports : 8.70%

Although total electricity demand in 2010 remained at the same level compared to 2009, the market share loss of 3.7 percentage points resulted in the reduction of PPC domestic sales by 3.2% (1,683 GWh).

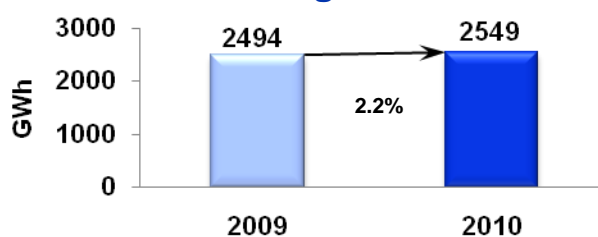


Electricity Sales (GWh) 2010 / 2009

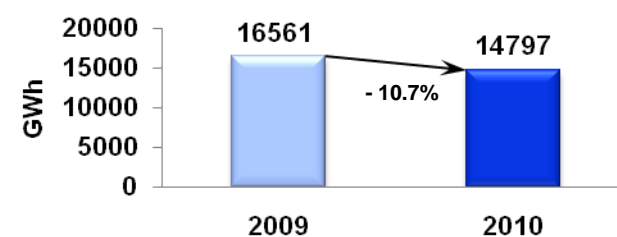
Residential



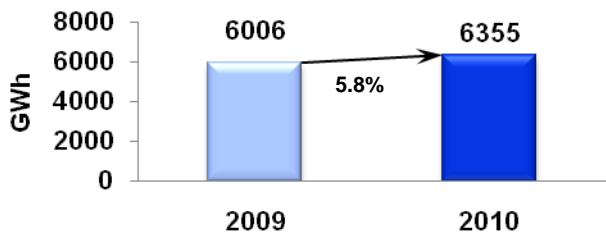
Agricultural



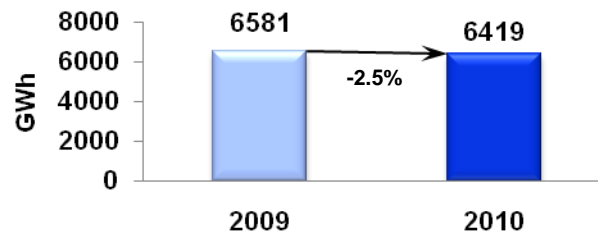
Commercial



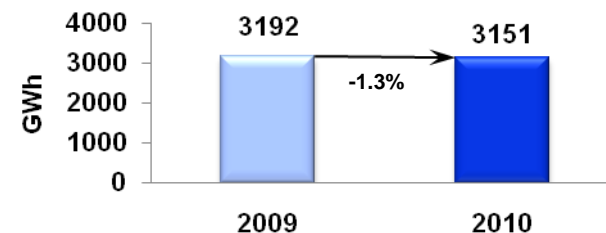
Industrial HV



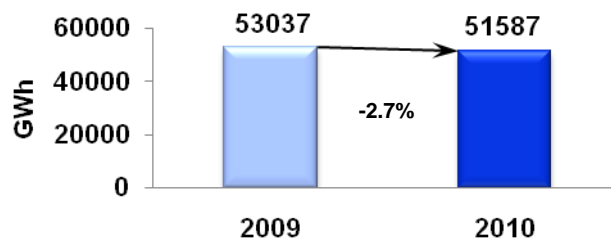
Industrial LV & MV



Other sectors



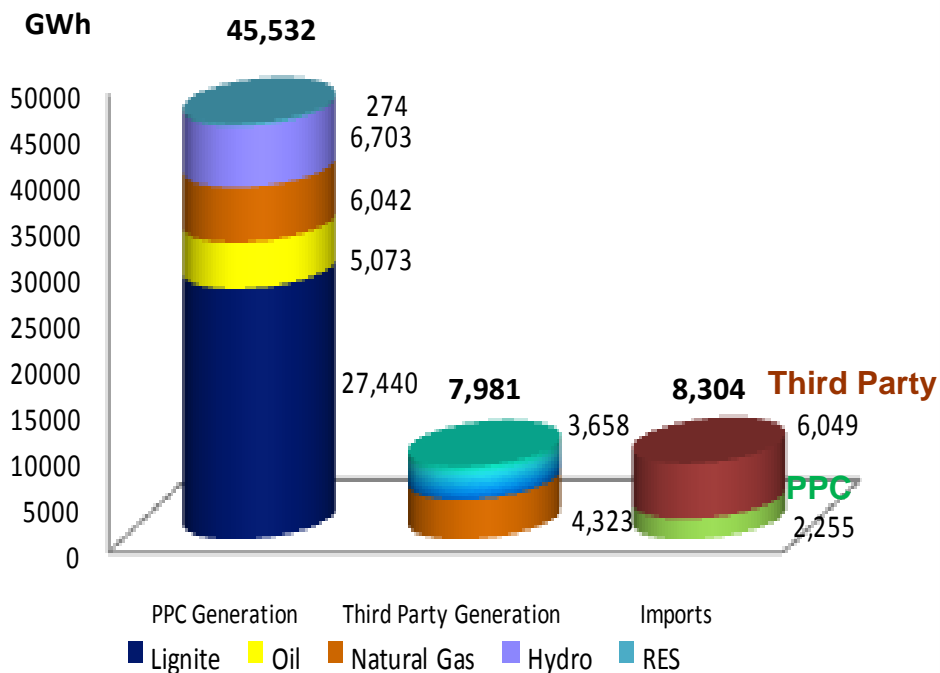
Total sales (including exports)





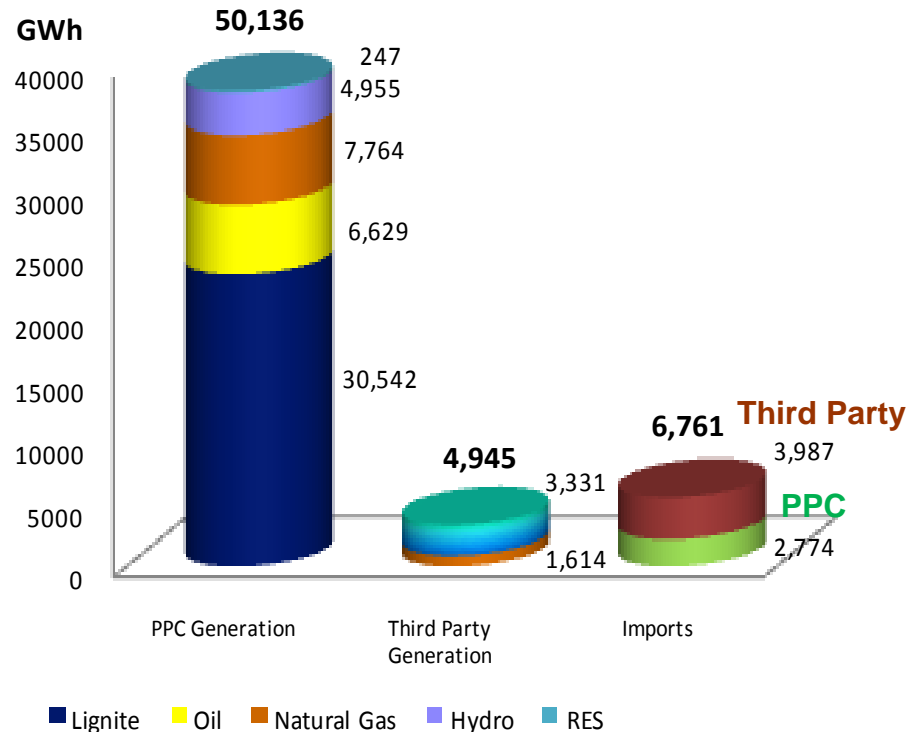
Electricity Supply 2010 / 2009

2010



PPC generation: 45,532 GWh PPC imports: 2,255 GWh
 Market share : 85.09% Market share on imports : 27.16%

2009

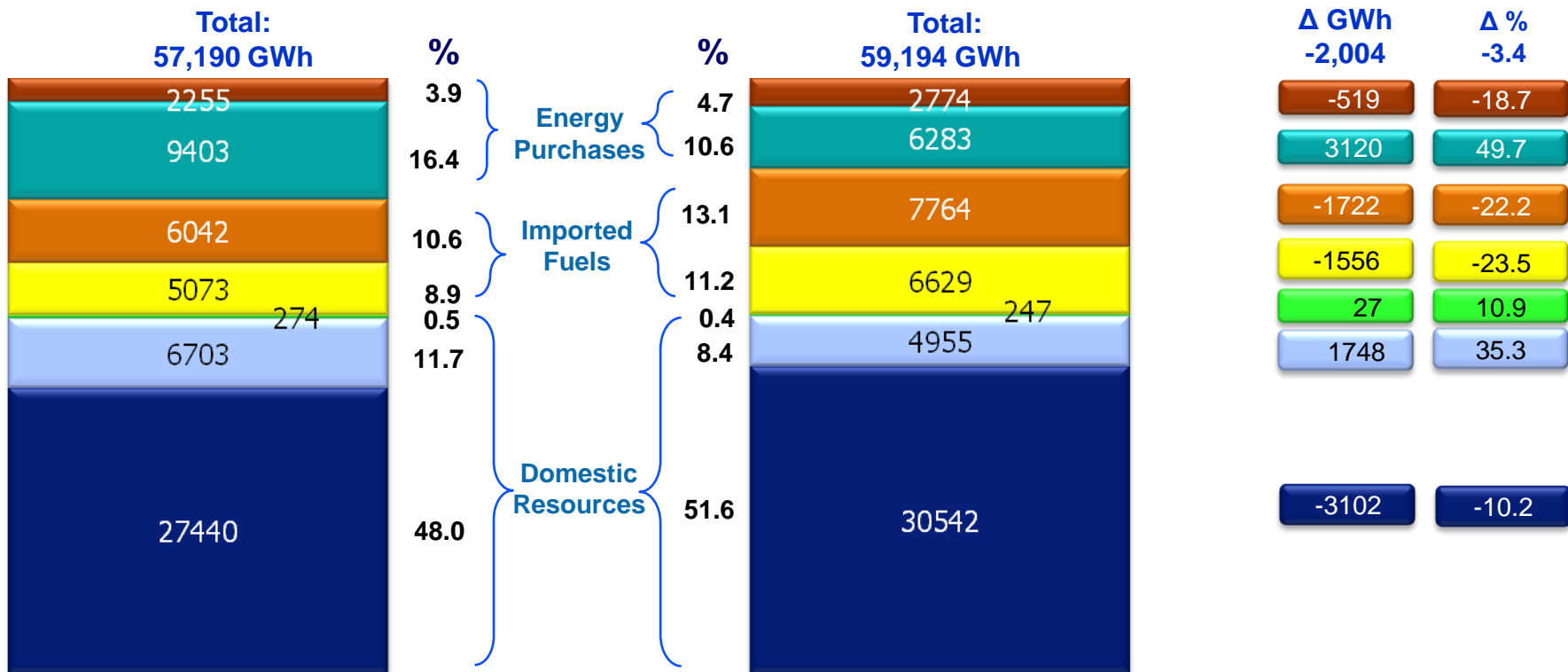


PPC generation: 50,136 GWh PPC imports: 2,774 GWh
 Market share : 91.02% Market share on imports : 41.03%

In 2010, PPC's electricity generation including electricity imports, covered 77.3% of total demand, while, the corresponding percentage in 2009 was 85.6%, a reduction of 8.3 percentage points .



PPC Energy Generation and Purchases 2010 / 2009



2010

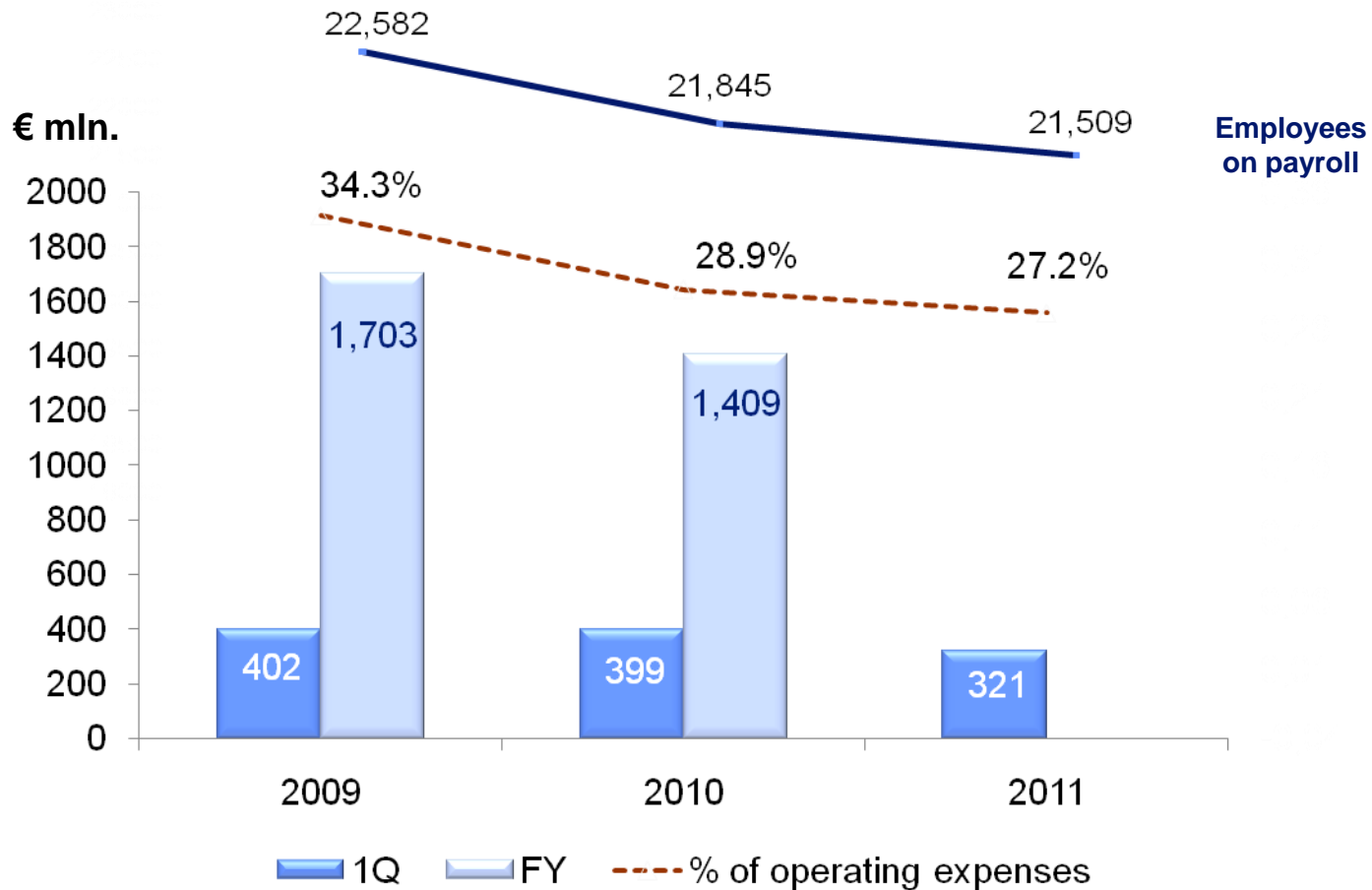
2009

■ Lignite ■ Hydro ■ PPC RES ■ Oil ■ Natural Gas ■ Energy Purchases ■ PPC Imports

Electricity generation from lignite, decreased by 10.2% (-3,102 GWh), resulting in a contribution of lignite to the total energy mix of PPC of 48% from 51.6% in 2009. Energy purchases increased by 49.7% (3,120 GWh).



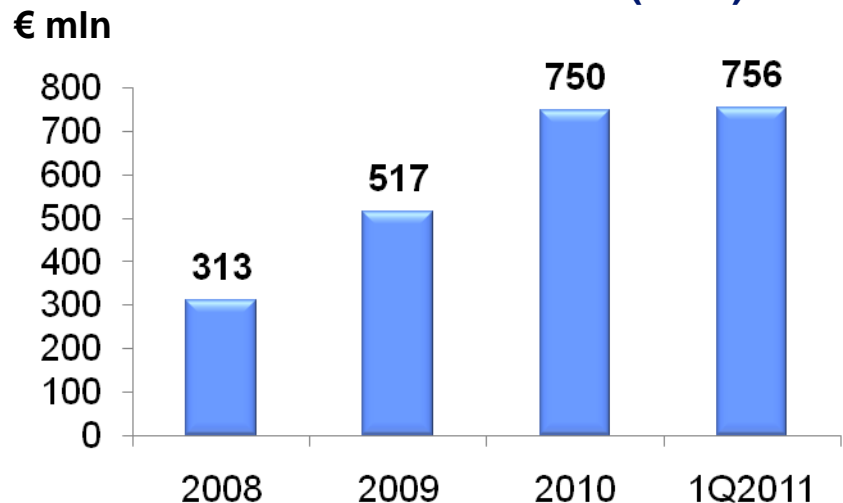
Payroll evolution



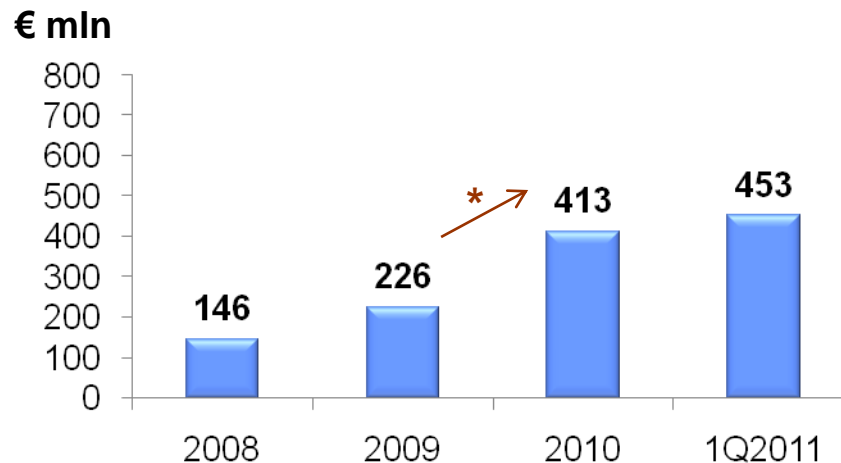


Provisions for overdue receivables

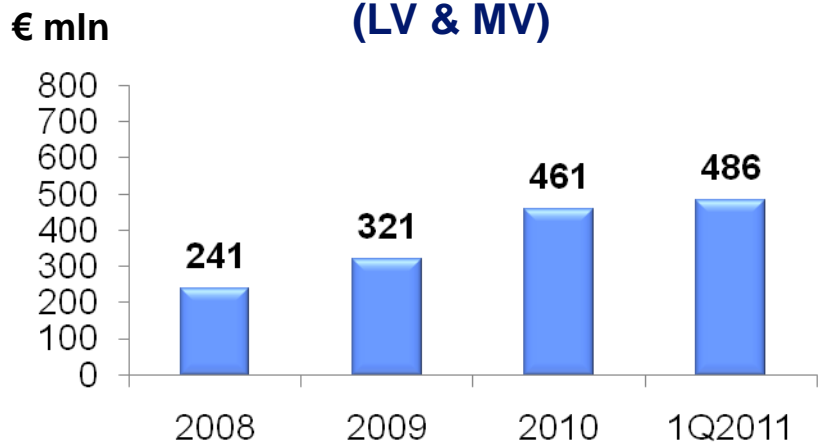
Overdue receivables (total)



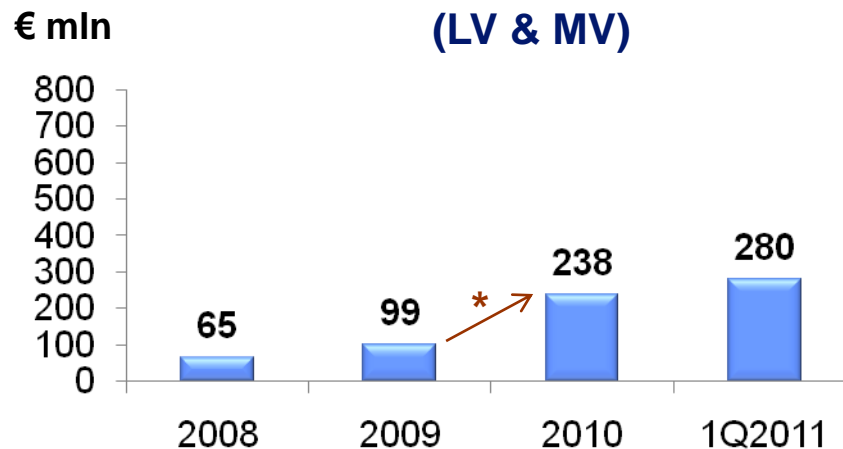
Provisions for overdue receivables (total)



Overdue receivables (LV & MV)



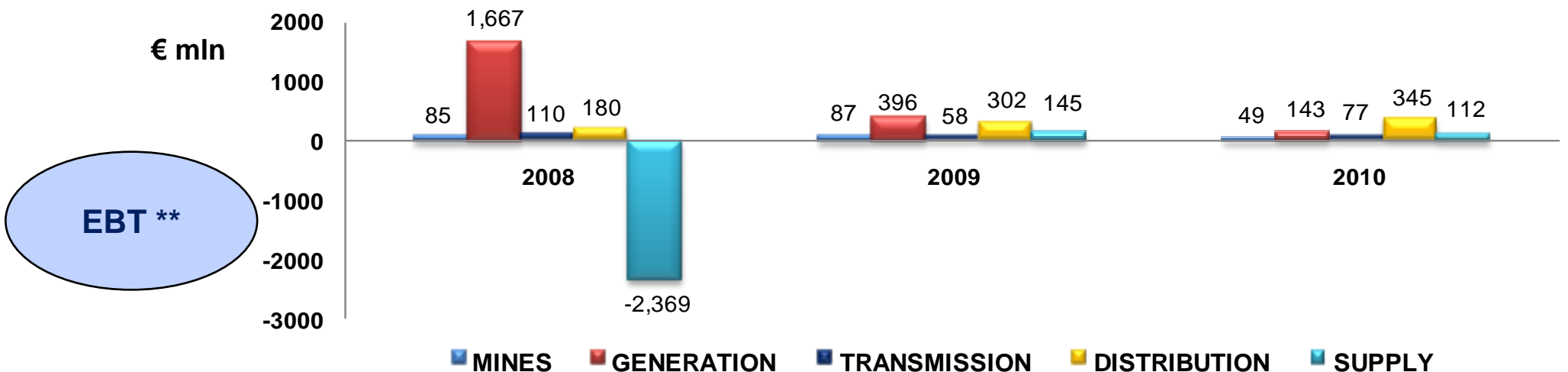
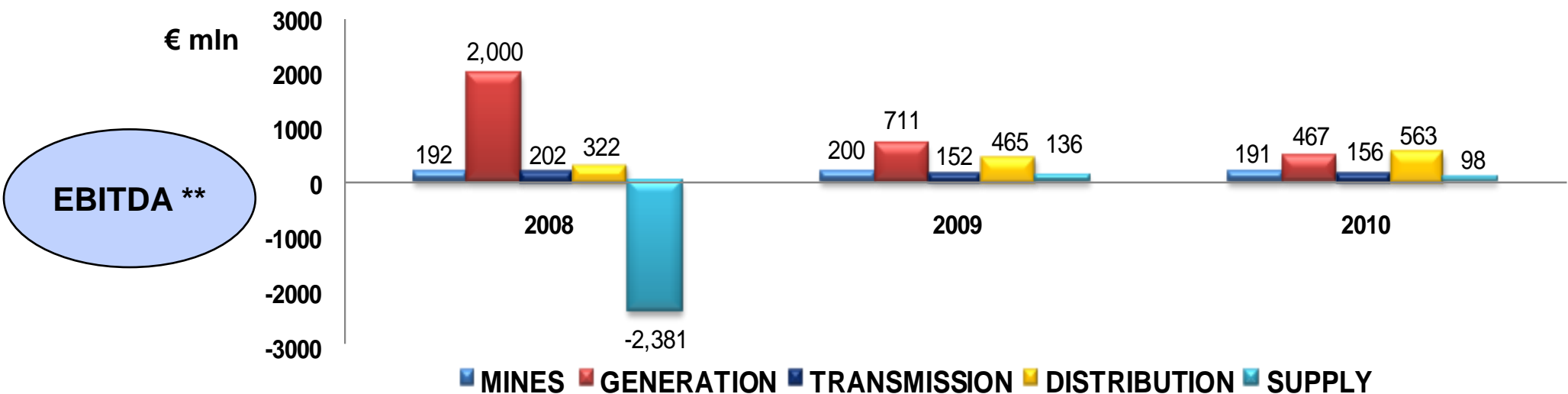
Provisions for overdue receivables (LV & MV)



* Increase mainly due to the adoption of a more conservative approach regarding the recognition of bad debt of low and medium voltage customers.



Results per Business Unit of the Parent company *



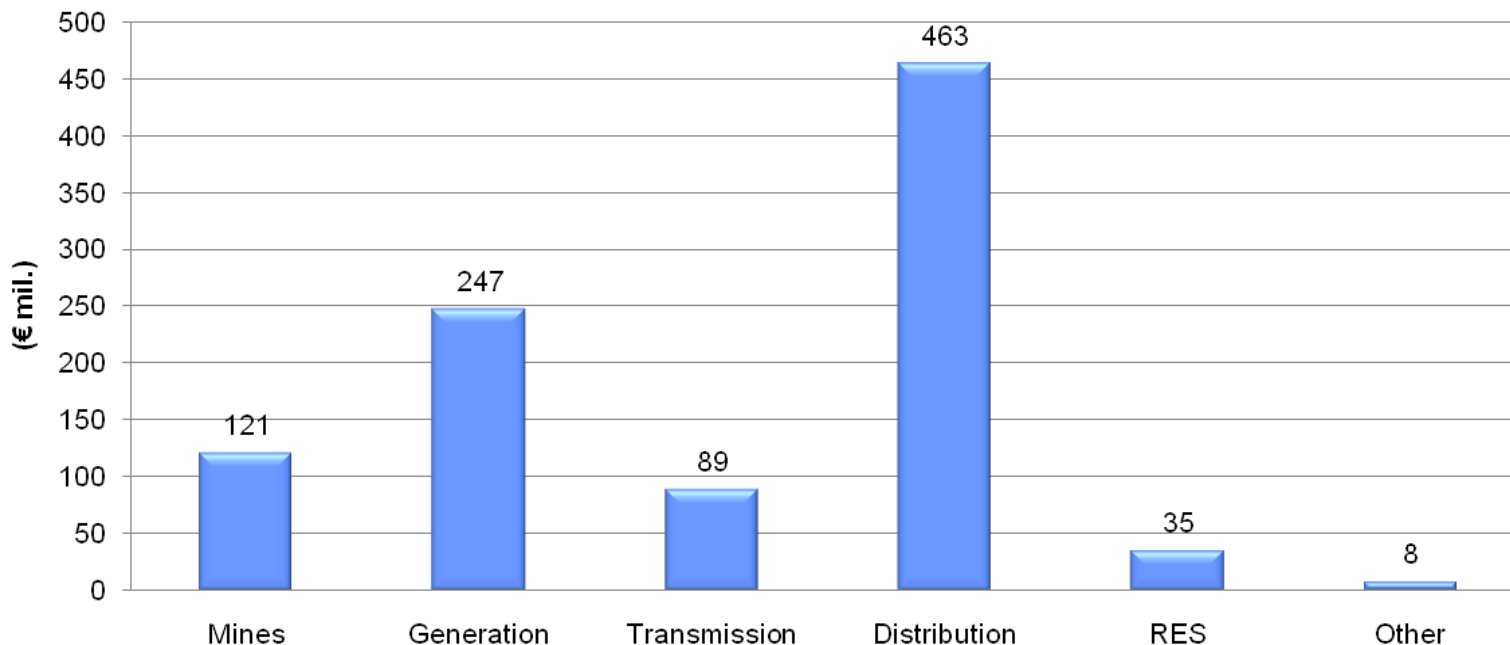
* without the impact of the contract for differences between Generation Unit and Supply Unit.

** excluding the respective figures of the Distribution System Operator and the Operator of the non interconnected islands.



Capex – Net Debt evolution

- **Capex € 963 mln. vs. € 1,104 mln. in 2009**



- **Increase in net debt by € 154 mln. from € 4,056 mln. as of year end 2009 to € 4,210 mln. on 31/12/2010.**
- **Dividends payment in 2010 : € 232 mln (in 2009 there was no payment for dividends).**
- **Income tax and Advance Tax Payment in 2010 : € 203 mln (in 2009 there were no such payments as 2008 was loss-making).**



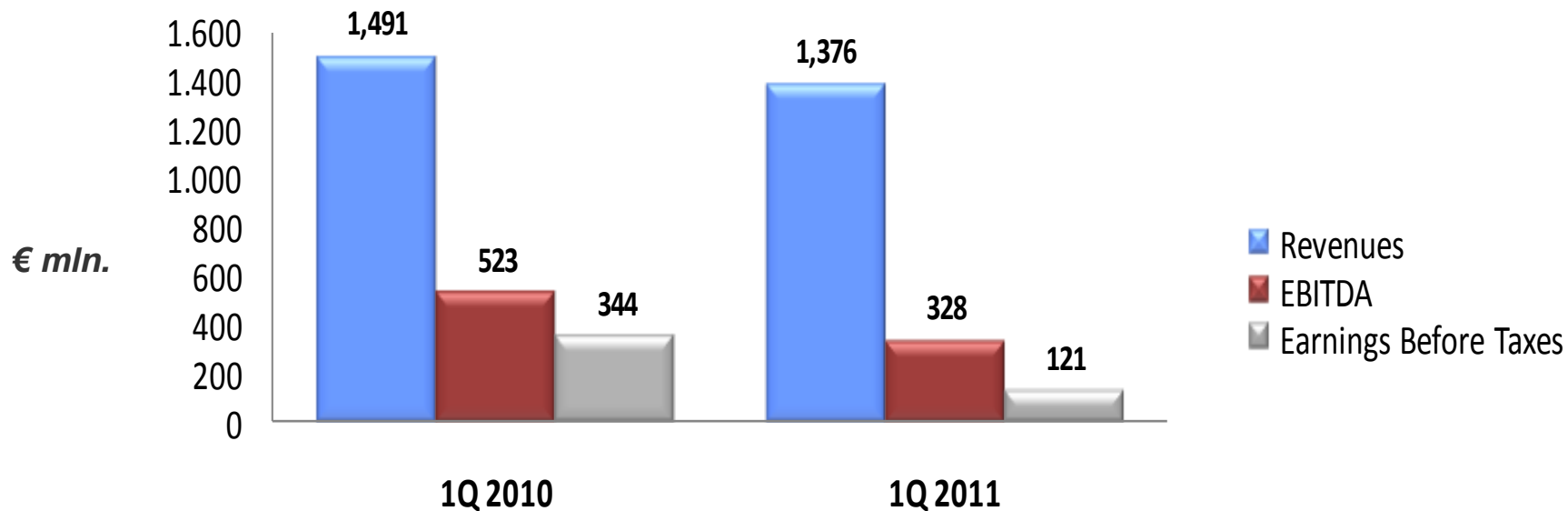
9th Ordinary General Meeting, June 2011

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Key financial data evolution (1Q 2011 – 1Q 2010)

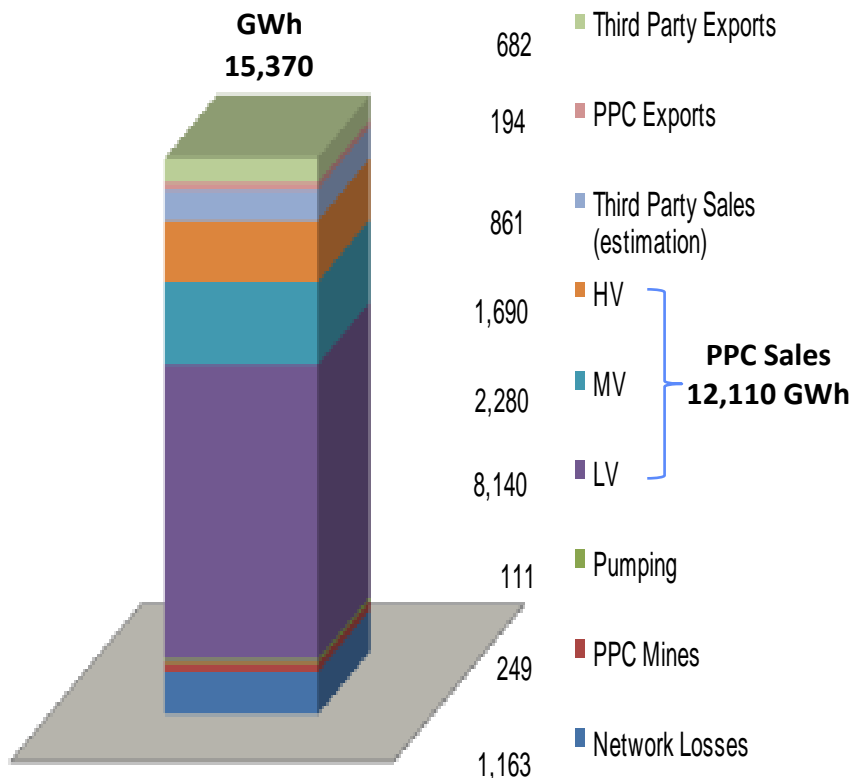


$\Delta\%$ - Revenues	-7.7 %
$\Delta\%$ - EBITDA	-37.4 %
$\Delta\%$ - Earnings before Taxes	-64.7 %



Electricity Demand 1Q2011 / 1Q2010

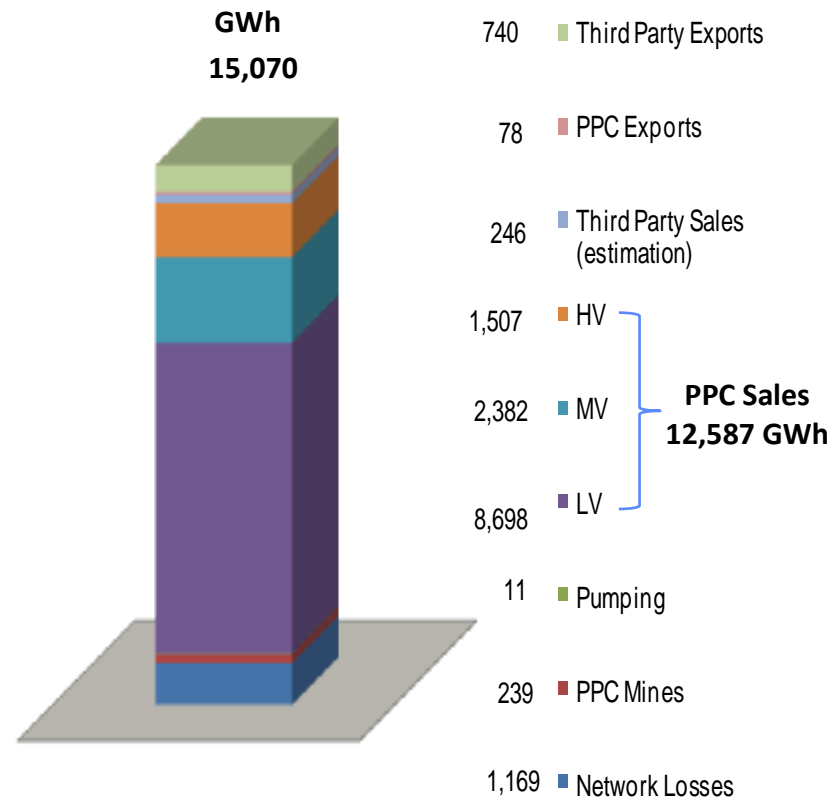
1Q2011



PPC domestic sales : 12,110 GWh
Market share : 93.4%

PPC exports : 194 GWh
Market share on exports : 22.2%

1Q2010



PPC domestic sales : 12,587 GWh
Market share : 98.1%

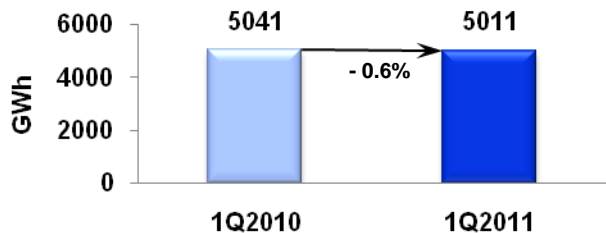
PPC exports : 78 GWh
Market share on exports : 9.5%

Despite the increase in electricity demand (excluding pumping and exports) by app. 1% (142 GWh), PPC domestic sales were reduced by 3.8% (477 GWh) mainly due to the estimated domestic market share loss of 4.7 p.p.

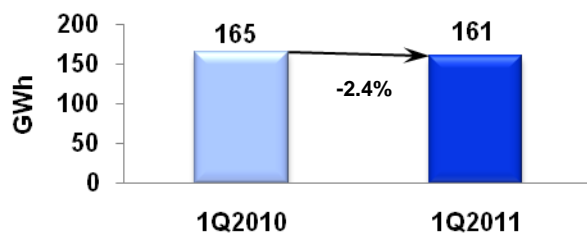


Electricity Sales (GWh) 1Q2011 / 1Q2010

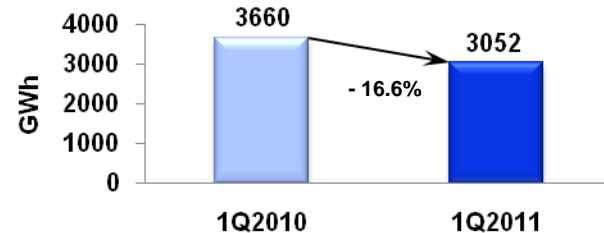
Residential



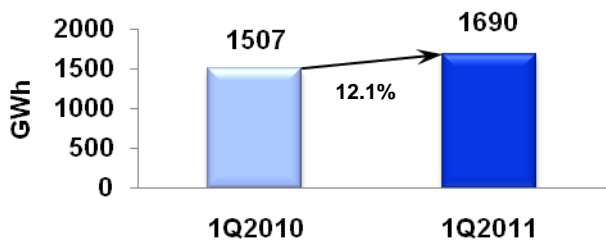
Agricultural



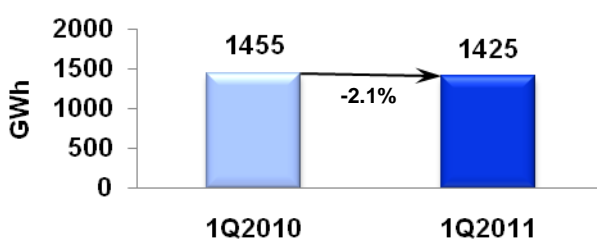
Commercial



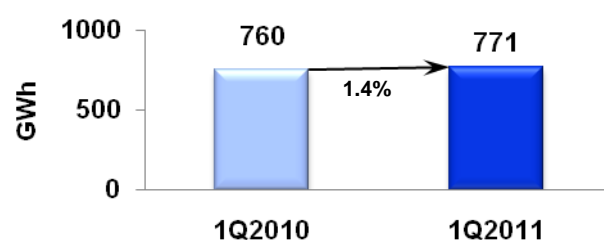
Industrial HV



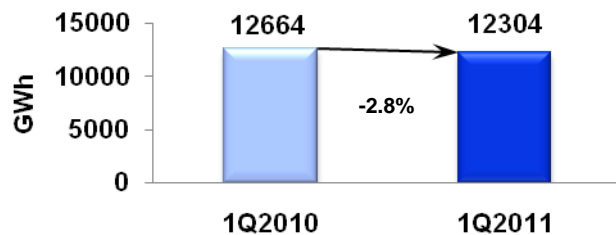
Industrial LV & MV



Other sectors



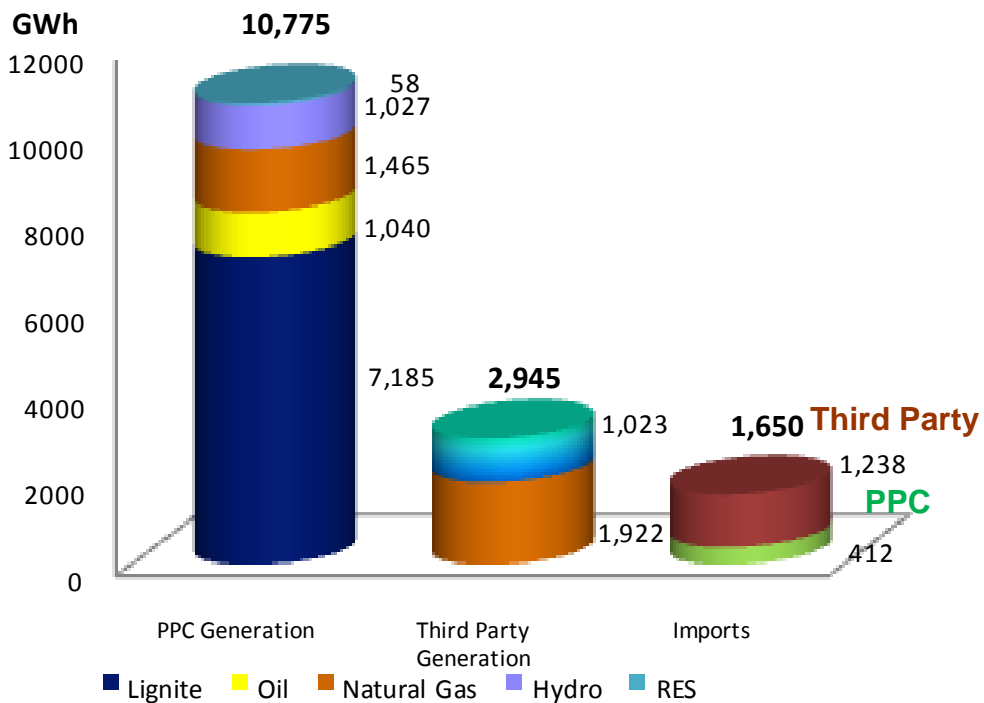
Total sales (including exports)





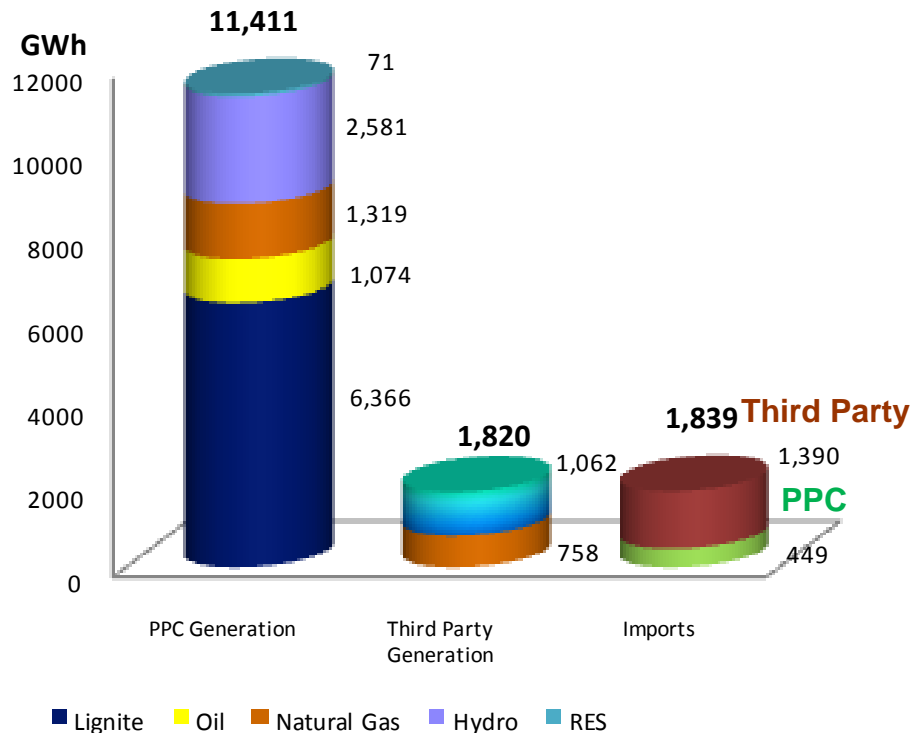
Electricity Supply 1Q2011 / 1Q2010

1Q2011



PPC generation: 10,775 GWh PPC imports: 412 GWh
 Market share : 78.5% Market share on imports : 25%

1Q2010

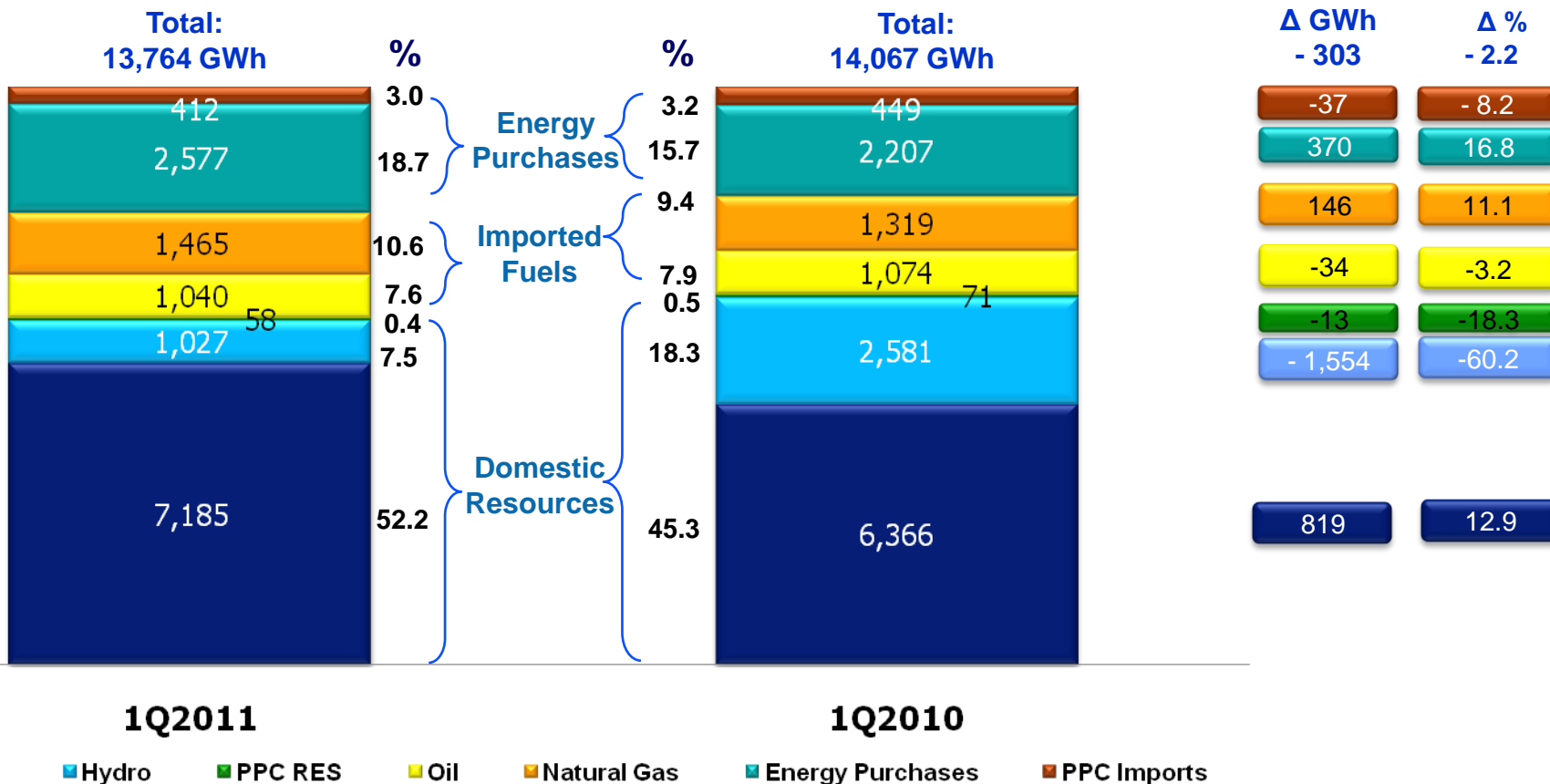


PPC generation: 11,411 GWh PPC imports: 449 GWh
 Market share : 86.2% Market share on imports : 24.4%

In 1Q 2011, PPC's electricity generation and imports, covered 72.8% of total demand, while, the corresponding percentage in 1Q 2010 was 78.7%, a reduction of 5.9 p.p.



PPC Energy Generation and Purchases 1Q2011 / 1Q2010

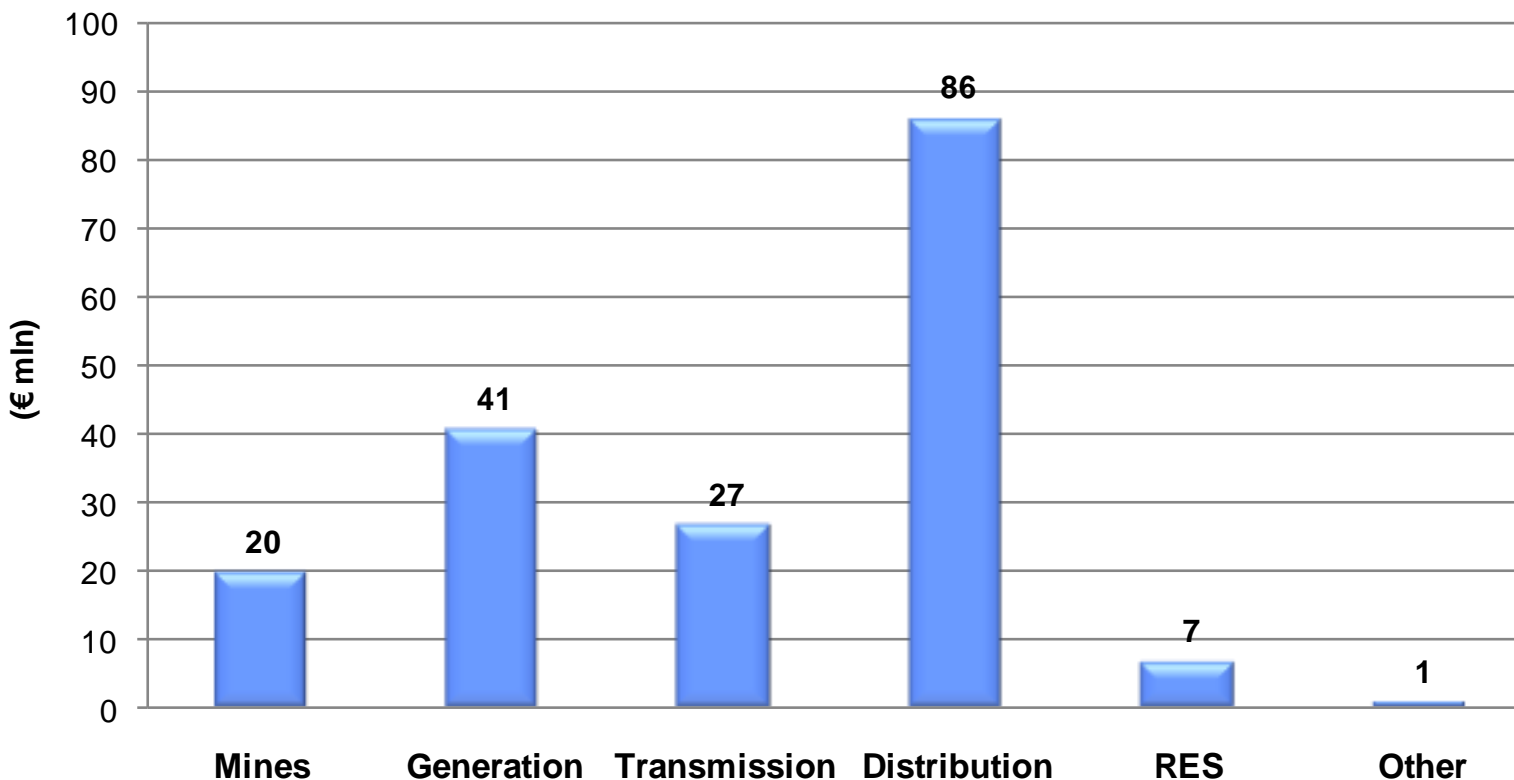


Electricity generation from lignite rose by 12.9% (819 GWh) vs 1Q2010. On the contrary, hydro generation decreased by 60% (1,554 GWh). Energy purchases increased by 16.8% (370 GWh).



Capex - Net Debt Evolution

- Capex in 1Q2011 amounted to € 180 mln. compared to € 241 mln. in 1Q2010 and € 263 mln. in the budget.



- Decrease in net debt by € 66.8 mln. from € 4,210.3 mln. on 31/12/2010 to € 4,143.5 mln. on 31/03/2011 and an increase of € 202.3 mln, compared to 31/3/2010 (€ 3,941.2 mln).



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Liberalisation process of the electricity market

Completed

- Restructuring of tariffs and reduction of tariff categories to 9 - Transitional stage 2011: New categories of customers and tariff structures aiming at lifting the existing distortions.
- Establishment and implementation of the Social Residential Tariff.
- Addition of the CO₂ deficit cost in the calculation of the Variable Cost of Thermal Units (implementation as of 1.6.2011).

Under implementation

- Abolition of regulated tariffs as of 1.1.2012, except for households and small-medium enterprises.
- Negotiation with HV customers for the determination of the right tariff level according to their energy profile.
- Legal and operational unbundling of the Distribution and Transmission activities with the establishment of two independent subsidiaries.

Under development/ In planning phase (based on the Memorandum)

- Set up of a mechanism that will link the energy component of tariffs, gradually and at the latest by June 2013, with the wholesale market prices, excluding vulnerable consumers.
- Phased transitory cost-based access of third parties to lignite-fired generation. The judgment regarding the recourse of the Hellenic Republic against the European Commission's Decision concerning lignite exploitation rights is to be announced within 2011.
- Award of hydro reserves management to an independent entity and compliance with the Water Management Directive.



PPC's positioning

- ✓ We support the required regulatory actions aiming at promoting healthy competition based on equal terms and ensuring transparency in the operation of the market:
 - lifting of the tariff distortions which allow for cherry-picking practices by the competitors and
 - linking of tariffs with wholesale market prices, which should reflect the full generation cost.

- ✓ We proceed to the necessary organizational changes by setting up two independent subsidiary companies for Transmission (based on the ITO model) and Distribution. Especially for Distribution, although the relative EU Directive imposes the unbundling only for the Network Operator, PPC decided – in order to further contribute to its autonomy and effectiveness – the unbundling of all the Distribution activities while keeping only the ownership of the fixed assets of the networks.



Challenges, targets and priorities

Strategic level

- ✓ Push through, with our investments in generation, for replacing old and polluting units with modern and technologically advanced units, in order to increase efficiency and competitiveness.
- ✓ Accelerate investments in renewables, also through partnership agreements and selective acquisitions with a target to reach 20% of the total RES capacity in Greece by 2015 and 30-35% by 2020.
- ✓ Optimize the Transmission and Distribution network infrastructure, while, at the same time, ensuring the independence of the market operation.
- ✓ Expand to new markets and activities.

Organizational & Operational level

- ✓ Successful implementation of the Group's new organizational structure, including the new subsidiaries of Transmission and Distribution.
- ✓ Adequate staffing with specialized personnel in key corporate functions.
- ✓ Putting actions in place for improving our product offering and customer service.
- ✓ Further rationalization of operational expenses with optimal use of available resources and cost containment in areas like overtime costs, travel expenses, contracted work, third party fees, etc.
- ✓ Continue to broaden risk management & hedging policies.
- ✓ Achieve adequate liquidity levels.



PPC S.A. dynamically evolves from an old monopoly, which had as mission the full electrification of the country, into a company with a more complex role. On one hand, it supports the strategic targets of the Greek State, which relate to the security of energy supply to the country, also within the framework of its current role as supplier of Last Resort, while on the other, it participates, with transparency, in the liberalised electricity market and in a way that ensures the provision of financially beneficial products and services, as well as the maximum possible return for its shareholders.

Towards this direction, along with the close and sincere cooperation between the Management and the employees, we need to break through old practices and transform the Company in order to effectively address the challenges of the new regulatory and economic environment.

The economic conjuncture remains difficult, but we should remain focused on our goal for PPC to continue to be a support and growth pillar of the Greek economy, thus, contributing actively to the exit from the crisis.

This important role of PPC needs to be recognized by the Regulatory Authority and the State, in order to create the appropriate framework for the development of healthy competition on even and clear terms. This is the only way for PPC to be able, in the next two years, which are expected to be full of challenges, to secure the necessary resources for the implementation of the large scale investments in generation units, networks and infrastructure which are of high importance for the growth of the Greek economy.



DISCLAIMER

Some of the information contained herein includes forward-looking statements. It is noted that the Company is subject to various risks, which, among other, relate to \$/€ exchange rate, oil, natural gas and electricity prices as well as the price of CO2 emission rights that could cause actual results to differ materially from those anticipated in the forward-looking statements.